

State of Illinois
Rod R. Blagojevich, Governor

Department of Commerce
and Economic Opportunity
Jack Lavin, Director



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2005 Annual Report



Illinois Procurement Technical Assistance Center

For twenty one years, the Illinois Procurement Technical Assistance Center has been a leader in helping the small business community through the process of Government contracting. As a key component of the Illinois Entrepreneurship Network (IEN), the Procurement Technical Assistance Center (PTAC) is supported by the Illinois Department of Commerce and Economic Opportunity and is a resource partner of the Department of Defense's (DoD's) Defense Logistics Agency (DLA). The PTAC provides statewide contracting assistance to Illinois businesses interested in doing business with the government.

The information contained in this Annual Report depicts the services available and provided during calendar year 2005 through the Illinois Procurement Technical Assistance Centers.

Procurement (Government Contracting) Technical Assistance Centers Provide:

- Assistance with bid applications
- Targeted contracting opportunities
- Bar code and packaging information
- Government standards and specifications
- Quality assistance guidelines
- Contract administration information
- Radio Frequency Identification/Unique Identification (RFID)/(UID)
- Assistance with certifications
- Advise and assist with post awards functions
- Assist with eBusiness technologies
- Assist with subcontracting opportunities
- Provide training opportunities

2005 Economic Impact

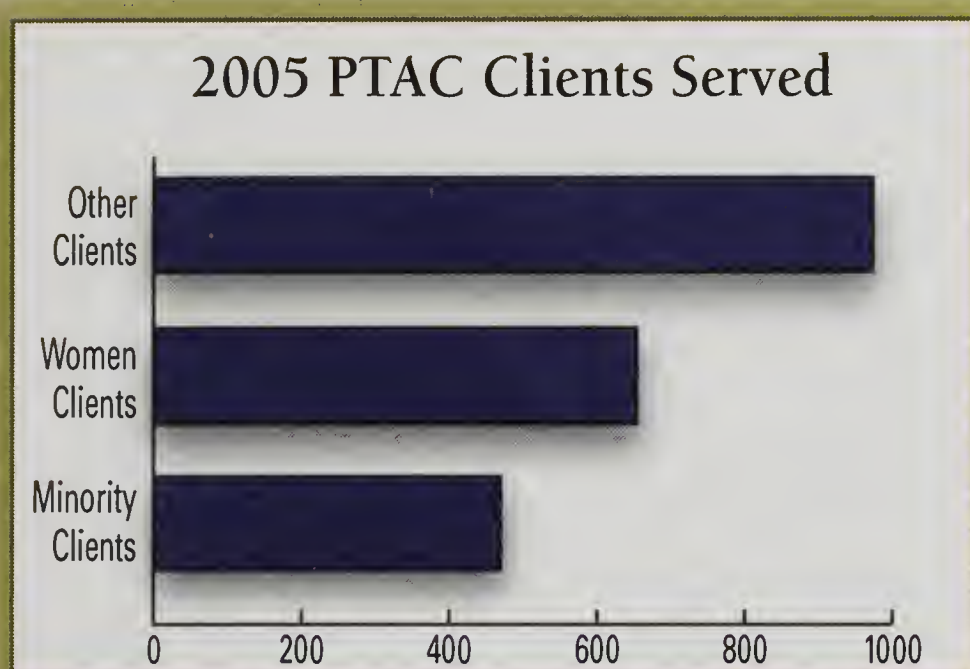
- 1,013 Jobs created
- 2,659 Jobs retained
- 2,588 Contracts won
- \$502,359,560 Value of Contracts won

The dollar value of contracts won results in a return-on-investment of \$349 for every tax dollar spent on this program.

2005 Economic Impact

2,039 clients received one-on-one procurement counseling through the Illinois Procurement Technical Assistance Centers.

- 473 Minority clients
- 637 Women clients



Illinois Entrepreneurship Network

The mission of the Illinois Entrepreneurship Network is to provide comprehensive business assistance, training, information, advocacy and access to critical resources to help Illinois small businesses and start-up entrepreneurs enhance their competitiveness and ability to succeed in a rapidly changing, global economy.

2005 – Illinois SBDC Program

The Illinois Small Business Development Center has been a leader in helping the small business community. As a key component of the IEN, the Small Business Development Center (SBDC) is supported by the Illinois Department of Commerce and Economic Opportunity and is a resource partner of the U.S. Small

Business Administration. The SBDC provides statewide business assistance services to new and expanding businesses.

Through the Illinois Small Business Development Center and Illinois Entrepreneurship Network, a variety of free services are available to assist pre-ventures and growing Illinois companies. Services include:

- Business management assistance Technical training resources
- Market information
- Assistance with financial analysis
- Business education and workshops
- eBusiness services

The Illinois Entrepreneurship Network also provides specialized business services for particular sectors of our state's economy.

SBDC International Trade Centers (Export Assistance)

- Evaluation of a company's export readiness
- Easy access to foreign markets
- Pricing and transportation Information
- Foreign trade activities and trade show schedules
- International market resources and trade leads
- Specialized assistance through NAFTA Opportunity Centers

Illinois Entrepreneurship Network Business Information Center

Located in DCEO's Illinois Entrepreneurship Network, the IEN Business Information Center is the single statewide resource for individuals and businesses to obtain comprehensive regulatory and permitting information. In addition, Business Information Center staff provide professional guidance to entrepreneurs by linking them to state and local resources.

NxLevel Entrepreneurial Training Program

The NxLevel Entrepreneurial Training Program is a training curriculum used to help potential and present entrepreneurs learn skills needed to create, develop and strengthen business ventures. Classes offer hands-on practical training by experienced business educators. Courses of study include NxLevel curriculum for:

- Business Startups
- Entrepreneurs
- Alternative Agricultural
- Micro-Enterprise
- International Trade
- Youth Entrepreneurial

Small Business Environmental Assistance Program

Located in a non-regulatory agency, the Small Business Environmental Assistance Program helps small businesses understand environmental requirements. Since its inception, the program has assisted over 110,000 clients with services that include:

- Confidential compliance assistance
- Toll-free help line
- Free quarterly newsletter Clean Air Clips
- Easy-to-read fact sheets and guides
- Directories of environmental resources and consultants
- Workshops
- Environmental Recordkeeping Calendars
- Permit applications on the DCEO Web site: WWW.illinoisbiz.biz

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Client Commen



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- ❖ *"Rita, the counseling you have provided has directly supported me in winning my first major contract with the State of Illinois. As a small business trying to do business with the state, I found it a daunting task. I went through the standard set of things such as getting certified through CMS and registering to receive bid notices on the web site. However, I was unable to secure contracts over a 3 year period. Under your guidance as the PTAC director, I was able to secure my firm's first major contract with the state within 9 months of reaching out to you. Thank you for supporting small businesses such as mine."* –

Gwen Onatolu, Managing Director
Management Resource Services, Inc.

- ❖ *Per your suggestion I contacted Marc Violante with some questions I had regarding Federal Bidding, and you were so right. He does know the process like the back of his hand, and he was very helpful, knowledgeable, patient and motivating. I even learned about new opportunities I wasn't aware of. I will definitely contact Marc again and schedule an appointment after I finish reading the 'mountains of information' I was exposed to." Cheers!*

Mona Pearl, COO
Action Marketing Group, Inc.

ILLINOIS PROCUREMENT TECHNICAL ASSISTANCE CENTER

The Procurement Technical Assistance Center (PTAC) program is funded by the Illinois Department of Commerce and Opportunity through a cooperative agreement with the Defense Logistics Agency as a service to those members of the Illinois business community interested in selling a product or service to the government (Federal, State, Local).

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